

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u> 793792 /		<u>Alt Order #</u> 06224958
<u>Product</u> AMERICAN CROSSROADS		
<u>Contract Dates</u> 09/04/12 - 09/13/12		<u>Estimate #</u> 690
<u>Advertiser</u> American Crossroads		<u>Original Date / Revision</u> 08/10/12 / 08/10/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Teresa Difuria	<u>Sales Office</u> Telerep-Philade
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u> 11	<u>Product Code</u> 27
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

Crossroads Media
66 Canal Center Plaza
Suite 555
Alexandria, VA 22314

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	WOIO	09/07/12	09/07/12	Action News at 11p	11-1135p		:30			NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----1--				1	\$1,400.00			
2	WOIO	09/07/12	09/07/12	David Letterman	1135p-1238a		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----1--				1	\$750.00			
E 3	WOIO	09/07/12	09/07/12	CBS Soaps	1230-2p		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----1--				1	\$1,000.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WOIO	09/03/12-09/09/12	CBS Soaps	1230-2p	-----F----	:30		\$1,000.00	NM		
			<i>Credited</i>									
4	WOIO	09/07/12	09/07/12	Action News at Noon	12-1230p		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----1--				1	\$800.00			
5	WOIO	09/07/12	09/07/12	Action News at 5a	5-6a		:30			NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----1--				1	\$225.00			
E 6	WOIO	09/07/12	09/07/12	Action News at 5p	5-6p		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----1--				1	\$775.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WOIO	09/03/12-09/09/12	Action News at 5p	5-6p	-----F----	:30		\$775.00	NM		
			<i>Credited</i>									
7	WOIO	09/07/12	09/07/12	Action News at 6p	6-630p		:30			NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----1--				1	\$900.00			
8	WOIO	09/10/12	09/10/12	Action News at 11p	11-1135p		:30			NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	1-----				1	\$1,400.00			
9	WOIO	09/10/12	09/10/12	David Letterman	1135p-1238a		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	1-----				1	\$750.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract Dates</u> 09/04/12 - 09/13/12	<u>Product</u> AMERICAN CROSSROADS	<u>Estimate #</u> 690
<u>Advertiser</u> American Crossroads		<u>Original Date / Revision</u> 08/10/12 / 08/10/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
10	WOIO	09/10/12	09/10/12	Action News at Noon	12-1230p		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	1-----				1	\$800.00			
11	WOIO	09/10/12	09/10/12	Action News at 5a	5-6a		:30			NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	1-----				1	\$225.00			
12	WOIO	09/10/12	09/10/12	Action News at 5p	5-6p		:30			NM	1	\$775.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	1-----				1	\$775.00			
13	WOIO	09/10/12	09/10/12	Action News at 6p	6-630p		:30			NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	1-----				1	\$900.00			
14	WOIO	09/08/12	09/08/12	SA Action News at 11p	11p-1205a		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----1-				1	\$1,000.00			
15	WOIO	09/09/12	09/09/12	SU Action News at 11p	11p-1205a		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----1				1	\$1,200.00			
16	WOIO	09/09/12	09/09/12	Sun Hour 1	7-8p		:30			NM	1	\$10,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----1				1	\$10,000.00			
17	WOIO	09/09/12	09/09/12	CBS Sunday Morning	9-1030a		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----1				1	\$750.00			
18	WOIO	09/06/12	09/13/12	Action News at 11p	11-1135p		:30			NM	2	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---1---				1	\$1,400.00			
Week:		09/10/12	09/16/12	---1---				1	\$1,400.00			
19	WOIO	09/06/12	09/13/12	David Letterman	1135p-1238a		:30			NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---1---				1	\$750.00			
Week:		09/10/12	09/16/12	---1---				1	\$750.00			
20	WOIO	09/13/12	09/13/12	CBS Soaps	1230-2p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	---1---				1	\$1,000.00			
21	WOIO	09/06/12	09/13/12	Action News at Noon	12-1230p		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---1---				1	\$800.00			
Week:		09/10/12	09/16/12	---1---				1	\$800.00			
22	WOIO	09/06/12	09/13/12	Action News at 5a	5-6a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---1---				1	\$225.00			
Week:		09/10/12	09/16/12	---1---				1	\$225.00			
23	WOIO	09/06/12	09/13/12	Action News at 5p	5-6p		:30			NM	2	\$1,550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---1---				1	\$775.00			
Week:		09/10/12	09/16/12	---1---				1	\$775.00			
24	WOIO	09/06/12	09/13/12	Action News at 6p	6-630p		:30			NM	2	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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<u>Advertiser</u> American Crossroads		<u>Original Date / Revision</u> 08/10/12 / 08/10/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	--- 1---				1	\$900.00			
Week:		09/10/12	09/16/12	--- 1---				1	\$900.00			
25	WOIO	09/04/12	09/11/12	Action News at 11p	11-1135p		:30			NM	2	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	- 1-----				1	\$1,400.00			
Week:		09/10/12	09/16/12	- 1-----				1	\$1,400.00			
26	WOIO	09/04/12	09/11/12	David Letterman	1135p-1238a		:30			NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	- 1-----				1	\$750.00			
Week:		09/10/12	09/16/12	- 1-----				1	\$750.00			
27	WOIO	09/11/12	09/11/12	CBS Soaps	1230-2p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	- 1-----				1	\$1,000.00			
28	WOIO	09/04/12	09/11/12	Action News at Noon	12-1230p		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	- 1-----				1	\$800.00			
Week:		09/10/12	09/16/12	- 1-----				1	\$800.00			
29	WOIO	09/04/12	09/11/12	Action News at 5a	5-6a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	- 1-----				1	\$225.00			
Week:		09/10/12	09/16/12	- 1-----				1	\$225.00			
30	WOIO	09/04/12	09/11/12	Action News at 5p	5-6p		:30			NM	2	\$1,550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	- 1-----				1	\$775.00			
Week:		09/10/12	09/16/12	- 1-----				1	\$775.00			
31	WOIO	09/04/12	09/11/12	Action News at 6p	6-630p		:30			NM	2	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	- 1-----				1	\$900.00			
Week:		09/10/12	09/16/12	- 1-----				1	\$900.00			
32	WOIO	09/05/12	09/12/12	Action News at 11p	11-1135p		:30			NM	2	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-- 1----				1	\$1,400.00			
Week:		09/10/12	09/16/12	-- 1----				1	\$1,400.00			
33	WOIO	09/05/12	09/12/12	David Letterman	1135p-1238a		:30			NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-- 1----				1	\$750.00			
Week:		09/10/12	09/16/12	-- 1----				1	\$750.00			
34	WOIO	09/05/12	09/05/12	CBS Soaps	1230-2p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-- 1----				1	\$1,000.00			
35	WOIO	09/05/12	09/12/12	Action News at Noon	12-1230p		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-- 1----				1	\$800.00			
Week:		09/10/12	09/16/12	-- 1----				1	\$800.00			
36	WOIO	09/05/12	09/12/12	Action News at 5a	5-6a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-- 1----				1	\$225.00			
Week:		09/10/12	09/16/12	-- 1----				1	\$225.00			
37	WOIO	09/05/12	09/12/12	Action News at 5p	5-6p		:30			NM	2	\$1,550.00

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<u>Advertiser</u> American Crossroads		<u>Estimate #</u> 690
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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-- 1----				1	\$775.00			
Week:		09/10/12	09/16/12	-- 1----				1	\$775.00			
38	WOIO	09/05/12	09/12/12	Action News at 6p	6-630p		:30			NM	2	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-- 1----				1	\$900.00			
Week:		09/10/12	09/16/12	-- 1----				1	\$900.00			
N 39	WOIO	09/07/12	09/07/12	US Open Tennis	1230p-6p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----F--				1	\$1,200.00			
N 40	WOIO	09/09/12	09/09/12	Tailgate 19	11a-12p		:30			NM	1	\$575.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----S				1	\$575.00			
Totals											56	\$55,750.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/13/12	56	\$55,750.00	\$47,387.50
Totals	56	\$55,750.00	\$47,387.50

Signature: _____ **Date:** _____

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